

Message Text

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SUBJ: U.S. FIRM REPORTS WINNING DESIGN OF UMM AL QAIWAIN PIPE-LINES AND ONSHORE FACILITIES

REFS: (A) WYNN-AMBASSADOR TELECON 18 FEBRUARY 1978,

(B) 77 ABU DHABI A-81

(C) 77 ABU DHABI 3461

1. ON FEBRUARY 14, BRIAN THOMPSON, VICE PRESIDENT OF RESOURCES SCIENCES CORP. (RSC), A TULSA, OKLAHOMA ENGINEERING FIRM, TELEPHONED OIC DUBAI TO INFORM HIM THAT MAHDI TAJIR HAD TOLD RSC ORALLY THAT THE FIRM WOULD BE GIVEN THE DESIGN CONTRACT FOR GAS PIPELINES FROM UMM AL QAIWAIN'S OFFSHORE GAS FIELDS TO JEBEL ALI AND TO UMM AL QAIWAIN TOWN. IN ADDITION, ACCORDING TO THOMPSON, TAJIR SAID RSC COMPANY WOULD BE GIVEN THE DESIGN CONTRACT FOR AN ELECTRICAL GENERATING PLANT AND A DESALINIZATION UNIT. OIC CONFIRMED THAT DUBAI AUTHORITIES HAD NOT TOLD HIM OF ANY DECISION YET MADE RE THIS CONTRACT. AT OIC'S REQUEST, THOMPSON AUTHORIZED HIM TO INFORM OTHER U.S. FIRMS INTERESTED IN THE PROJECT OF THOMPSON'S ASSERTION BUT SPECIFICALLY ASKED THAT OIC NOT RPT NOT MENTION IT TO DUBAI OFFICIALS. THOMPSON SAID THAT HE CHOSE TO CALL THE OIC AS A RESULT OF A BRIEFING BY DEPARTMENT OFFICER WHICH LED HIM TO BELIEVE THAT THE DUBAI OFFICE WAS IGNORANT OF HIS FIRM'S SUCCESS.

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2. AS DEPARTMENT AWARE, EMBASSY HAS MADE A MAJOR EFFORT TO WIN THESE CONTRACTS FOR U.S. FIRMS, FOLLOWING AGREEMENT BETWEEN DUBAI AND UMM AL QAIWAIN REPORTED REF B. ON DECEMBER 14 AMBASSADOR SPOKE TO SHAIKH RASHID OF DUBAI, URGING THAT HE CAREFULLY CONSIDER QUALIFIED AMERICAN FIRMS FOR THE DESIGN CONTRACT. AMBASSADOR MENTIONED SANDERSON AND PORTER, CHARLES T. MAIN, AND STONE AND WEBSTER BY NAME AS THREE FIRMS WHICH HAD REPRESENTATIVES

IN THE UAE AT THAT MOMENT. OIC HAS SINCE MENTIONED TO SHAIKH RASHID AND TO TAJIR BECHTEL AND EARTH RESOURCES COMPANY OF DALLAS, TEXAS, AS INTERESTED FIRMS. ALL FIVE OF THESE COMPANIES WERE BRIEFED ON THE UAQ PROJECT, AND CHARLES T. MAIN AND BECHTEL REPRESENTATIVES ACCOMPANIED OIC ON CALLS ON UAQ OFFICIALS INCLUDING UAQ CROWN PRINCE RASHID BIN AHMED AL MOALLA. WE FIRST BECAME AWARE OF RSC INTEREST IN THE UAQ PROJECT ONLY IN EARLY FEBRUARY WHEN IN CONVERSTATION ABOUT JEBAL ALI, TAJIR MENTIONED TO OIC IN PASSING HE WAS NEGOTIATING WITH RSC. REPRESENTATIVE OF LATTER NEXT DAY CONTACTED EMBASSY DUBAI OFFICE. OIC WAS OUT AT THE TIME SO HE SPOKE TO FSL EMPLOYEE OF WHOM HE REQUESTED STANDARD PACKET OF BRIEFING MATERIALS ON DUBAI. THIS WAS DELIVERED TO HIM AT HIS HOTEL BY FSL. EMBASSY HAD NO OTHER CONTACT WITH RSC PRIOR TO FEB 14 TELECON WITH THOPMPSON.

3. ON FEBRUARY 15, OIC ASKED MEMBER OF MAHDI TAJIR'S DUBAI OFFICE STAFF FOR CONFIRMATION THAT A DECISION HAD BEEN MADE RE DESIGN CONTRACT FOR UAE PROJECT. LATTER WAS UNABLE TO PROVIDE ANY INFORMATION. IT IS QUITE POSSSIBLE THAT TAJIR FAILED TO INFORM HIS DUBAI OFFICE. HOWEVER, IT IS ALSO TRUE AN ORAL AFFIRMATION BY TAJIR THAT RSC WILL GET THE JOB DOES NOT MEAN THEY WILL NECESSARILY GET A CONTRACT, AS CASE OF JOHN J. McMULLEN DEMONSTRATED.

4. IN RESPONSE TO APPROACH BY ROBERT HILL ON BEHALF OF RSC, DEPARTMENT MAY WISH TO EXPLAIN THAT EMBASSY'S SOLE INTEREST IN THIS PROJECT IS TO ASSURE ITS AWARD TO A QUALIFIED AMERICAN COMPANY IN UNCLASSIFIED

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FACE OF ANTICIPATED STIFF UK AND OTHER COMPETITION. THERE HAVE BEEN SEVERAL U.S. FIRMS INVOLVED IN THIS PROJECT FROM THE BEGINNING INCLUDING SEVERAL WITH OFFICES OR REPRESENTATIVES IN THE UAE. WE HAVE NOT PROMOTED ANY ONE FIRM, AND WE DO NOT PROPOSE TO START DOING SO NOW. AS MR. THOMPSON HAS AUTHORIZED US TO INFORM INTERESTED FIRMS OF RSC'S EXPECTATIONS OF BEING AWARDED THE CONTRACT WE WILL DO SO WHILE MAKING IT CLEAR THAT AT PRESENT WE HAVE NO INDEPENDENT CONFIRMATION OF THIS CLAIM. IF OTHER AMERICAN COMPANIES CONTINUE TO REQUEST OUR ASSISTANCE IN OBTAINING APPOINTMENTS WITH LOCAL AUTHORITIES CONCERNED, WE WILL GIVE IT. WE, OF COURSE, STAND READY TO GIVE SIMILAR ASSISTANCE TO RSC REPS SHOULD THEY VISIT UAE, AS OIC INFORMED THOMPSON IN TELECON.

5. FYI - A BECHTEL REPRESENTATIVE TELEPHONED OIC CURRIER ON FEBRUARY 18 ASKING FOR FURTHER INFORMATION. UNDER INSTRUCTIONS, CURRIER PASSED RSC ASSERTION TO BECHTEL, NOTING THAT WE HAVE NOT YET RECEIVED CONFIRMATION FROM THE DUBAI GOVERNMENT. END FYI.
DICKMAN

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